

Outdoor Small Cells:

Creating Connections that Matter in our Towns and Cities

Mike Harrison

May 2023

A story of partnership

Creating Connections that Matter in our Towns and Cities

- Where are we now
- It only works if...
- More than assets and fibre
- A role for all stakeholders

But first....



An aerial photograph of a dense urban environment, likely London, showing a grid of streets and numerous buildings. The image is semi-transparent, allowing the city details to be visible through the text. The Cellnex logo, consisting of the word 'cellnex' in a white sans-serif font and a white signal icon, is centered over the image. Below the logo, the tagline 'driving telecom connectivity' is written in a white script font.

cellnex

driving telecom connectivity

Outdoor Small Cells

Enhancing connectivity in crowded city centres across Europe

- **1,300 Small Cells deployment** in London
- **Neutral Host** for best end-to-end TCO
- **Economically attractive**, versus new macro deployment
- **As A Service model** from design to operation
- **Best TTM** for Street Works and Permissions
- **Minimising visual impact** in historic cities



London



Erice



Barcelona



Milan



Dublin



Ciampino



Switzerland

Incremental demand

UK leading the way

Demand building beyond London but

- Still very tactical
- Low levels
- Macro economic and market consolidation factors

The fight for assets

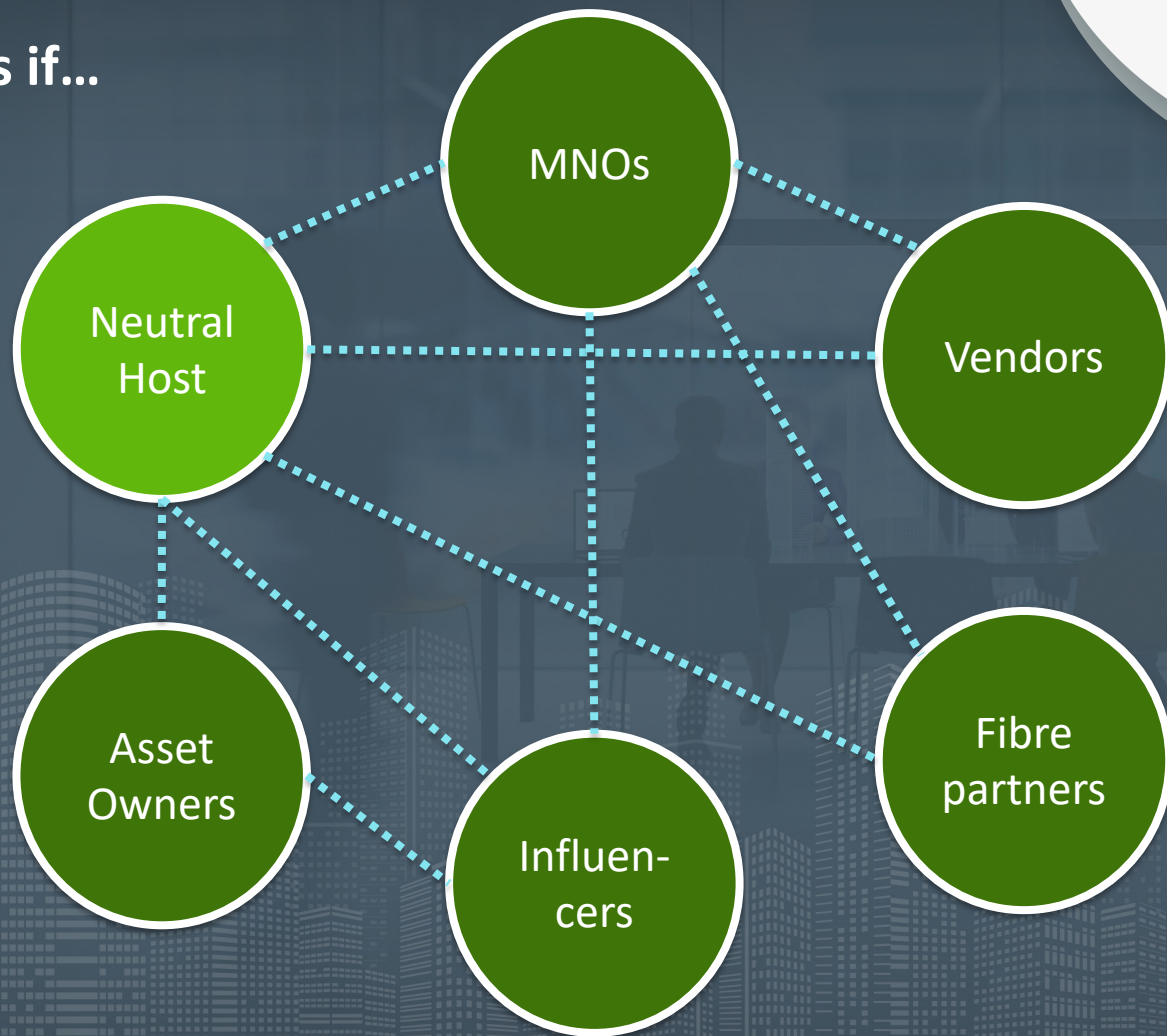
Open Access not quite the nirvana

- LA's approach re fee and terms
- NHs asked to sign overly onerous agreements
- This may backfire

Own solutions being deployed



It only works if...

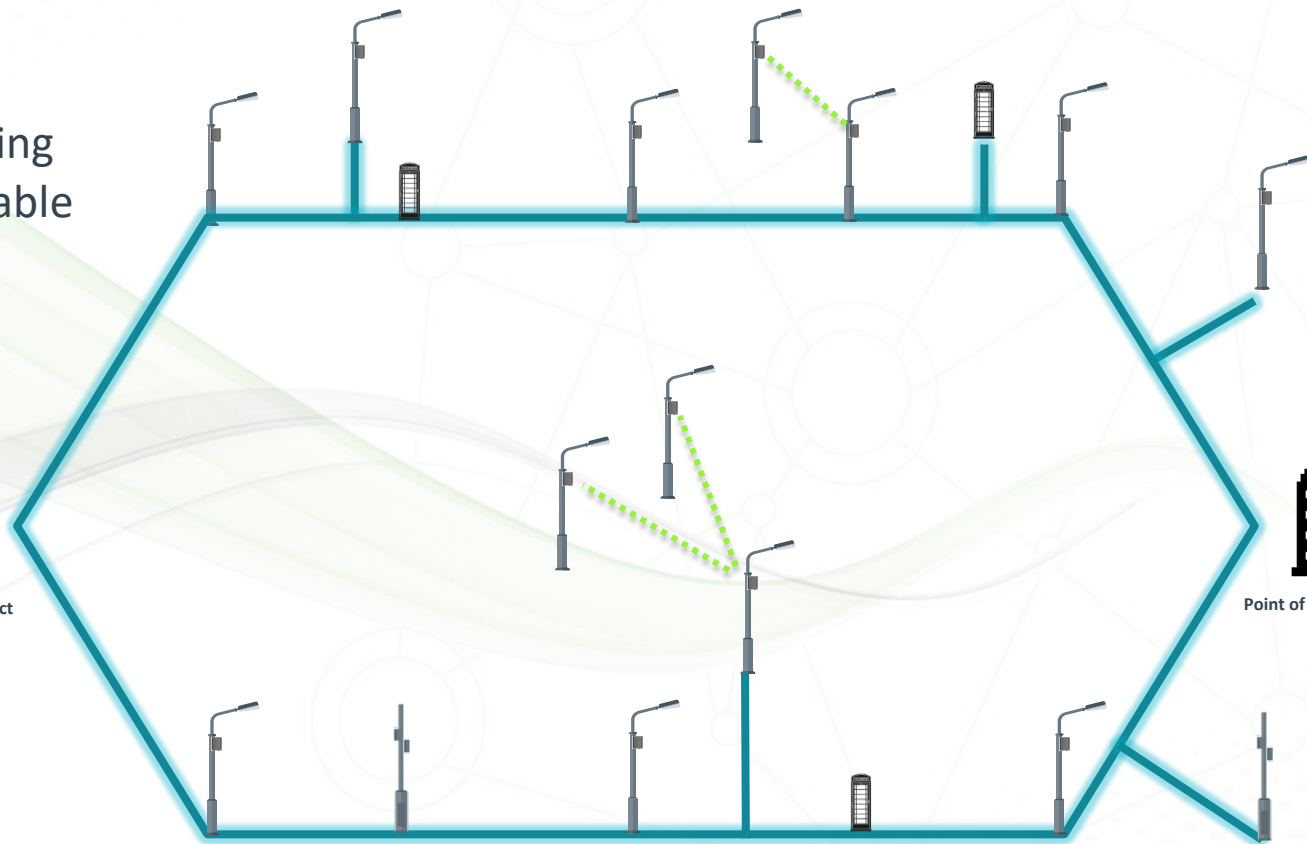


Developing the enablers....

Fibre route connecting
street assets to suitable
point of presence

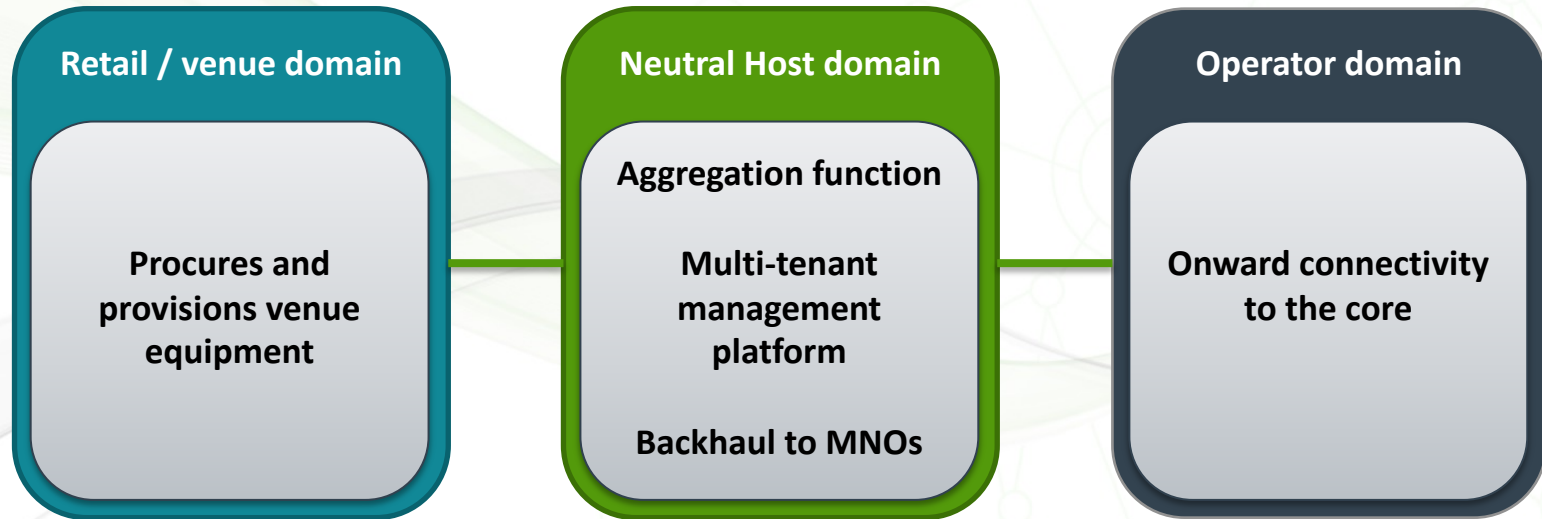


Assets
& Fibre



... by increasing shareability and adding services

JOTS: NHIB / NHOD high level architecture



It's done elsewhere....

Technology evolution is simplifying RAN management, outsourcing and sharing

- NH RAN management
- RAN Sharing already common between MNOs but within symmetric frameworks
- Higher flexibility and autonomy can be achieved

RAN as a
service &
RAN
sharing

Cellnex
as the
Enabler

Cellnex as enabler thanks to :

- Neutrality
- Flexibility
- Service centric
- Financial capacity

New asset
value
crystallization

- Incremented value by Active sharing
- MNO retains full control of Network evolution strategy



Nationwide
RANaaS

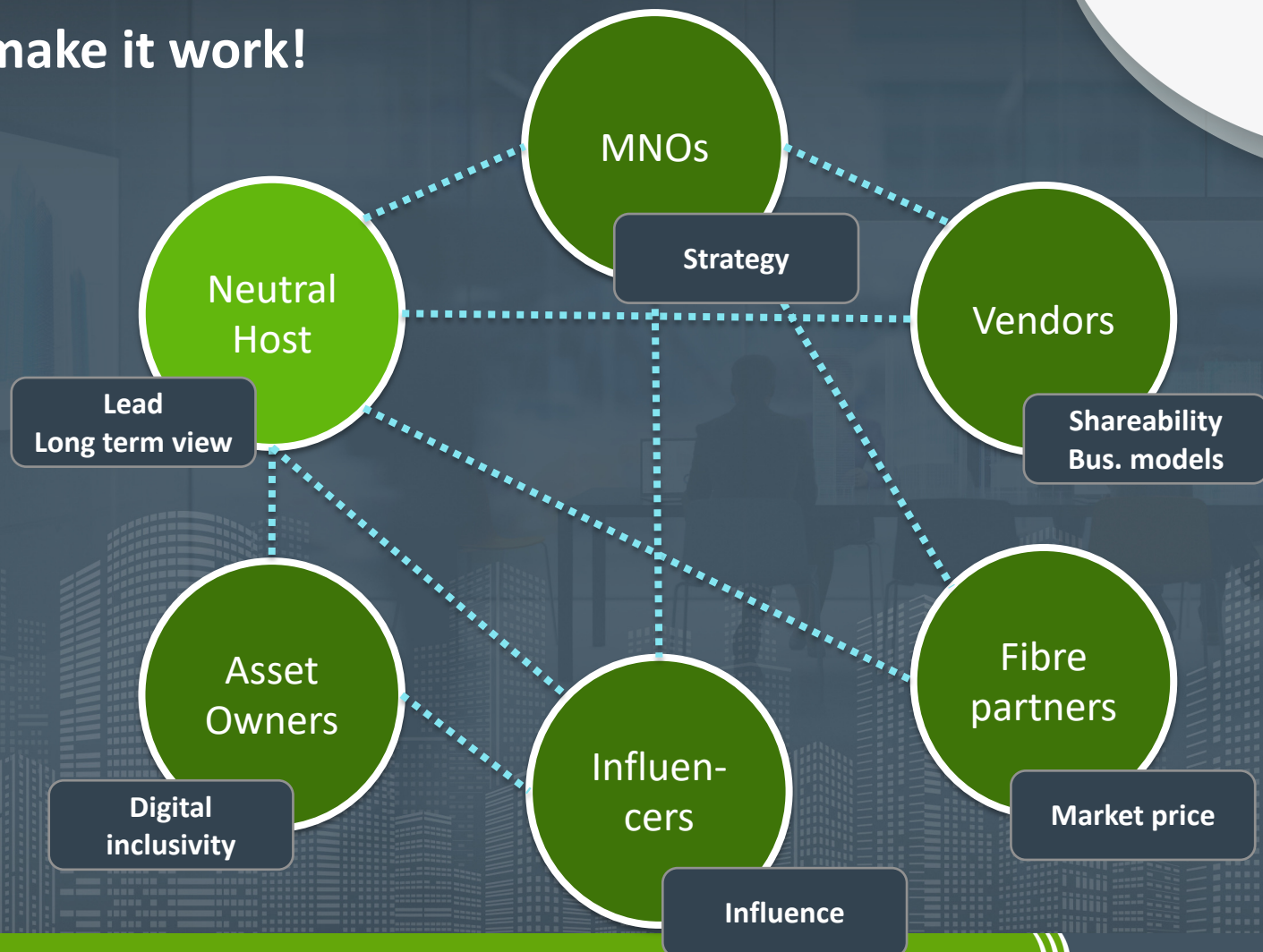
- 8k sites and BTSs
- 17k m/wave links
- 11k km fibre

mmWave trial

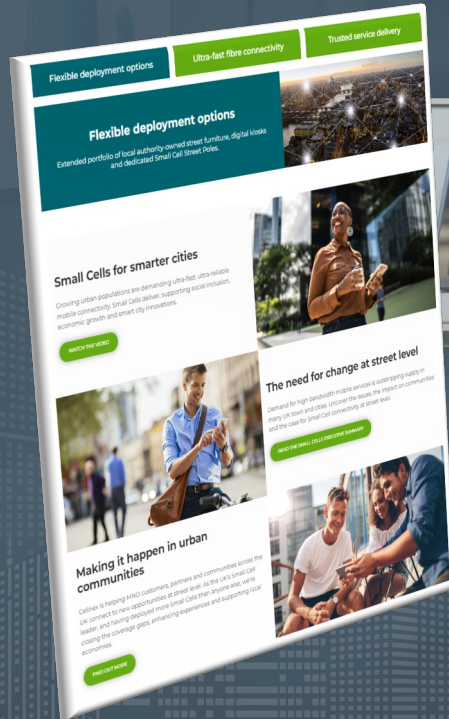
- Paris La Défense, France



Let's make it work!



We'll continue to spread the word...



Thank you

Mike Harrison

Head of Products, Solutions and Marketing

Cellnex UK

mike.harrison@cellnextelecom.co.uk

+44 (0) 7813 443857

cellnextelecom.co.uk



Scan the code to access the resource centre